

Record Attendance at CAA's Producer Development Conference

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Today Combined Agents of America, LLC (CAA) announced a record attendance of over 50 producers from CAA member agencies at its bi-annual producer development conference Jan 8-9 showcasing prominent speaker, Scott Addis, president and CEO of Philadelphia-based The Addis Group, and a panel discussion of CAA agency principles. Texas-based CAA is a managing general agency (MGA) committed to strengthening the independent insurance agency system across the country through profitable growth and exceptional service for its member agencies. As an industry leader, CAA continues to revitalize and reenergize the insurance marketplace by investing in the next generation of agency owners through its producer program.

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“As producers ourselves, Mark and I began these ongoing producers meetings for CAA because we wanted to foster the ongoing education, ongoing accountability and - most importantly - the ongoing relationships with producers outside our own agencies that renew our passion for the business,” said Bry Ewan, vice president at Evans, Ewan & Brady Insurance Agency in Georgetown, TX. “The free exchange of ideas and strategies to become better producers, better agents, does not just happen during the formal group discussions, but at the breaks, at dinner, and through the relationships that start at these meetings.”

Heading into its third year, the producer program was developed by two producers Mark Bridges and Bry Ewan - both sons of CAA principal members — to increase the knowledge sharing between CAA agencies, help mentor younger producers and build relationships that make better producers. Mark Bridges is the son of Bill Bridges, CAA's immediate past president and the executive vice president of Duncan, Fraser & Bridges of Pampa, TX. Bry Ewan is the son of Ken Ewan, CAA principle and president of Evans, Ewan & Brady Insurance Agency.

“CAA facilitates a culture founded on the idea of sharing with one another our expertise, our challenges and our big wins,” said Bill Russell, CAA principle and CEO of BRIA Insurance & Risk Consultants of Austin, TX. “We all have strengths and weaknesses. These meetings give our producers a chance to step outside of their agency environment and see what each other are doing to succeed.”

Producers and many CAA principals from member agencies convene on a bi-annual basis to knowledge share and develop better producers. Highlights from the recent producers meeting include:

- * “The Great Escape” with guest speaker Scott Addis. Scott is successful insurance producer that has personally developed a book of business in excess of \$9,000,000 in revenue.
- * Principal Panel Discussion and Q&A, including facilitator Dick Irons, Director of Program Management at Service Lloyds Insurance Company, and the following CAA principles: Don Carlson, president of Insurance Net, Inc. of Wharton, TX; Lloyd Eisenrich, CAA secretary and president of The Weatherby-Eisenrich Agency, Inc., headquartered in Andrews, TX; Roger Luttrell, president of Benton-Luttrell-Brown Company of Van Alstyne, TX; Bill Russell, CEO of BRIA Insurance & Risk Consultants of Austin, TX; and Jim Whorton, president of Whorton Insurance Services of Austin, TX.
- * Producer dinner at Steiner Ranch Steak House

Founded in 1997 Combined Agents of America, LLC (CAA) is based in Austin, Texas, and comprised of 37 independent insurance agencies located throughout the state. By funneling the agencies' combined premiums, CAA brings larger volume commitments to insurance companies, while empowering its members to enlarge their bottom line and realize greater benefits from insurance companies, vendor discounts, profit sharing and other incentives. In 2007, CAA generated over \$387,000,000 in combined property and casualty annual premiums, and works with 18 of the largest insurance companies in the nation. All CAA member agencies remain independent and are recognized by insurance companies as a key component to their future growth and goal commitments. Additional information is available at www.combinedagents.com.

CAA member agencies include: Aars & Nelson Insurance Agency, Barnard Insurance Agency, Bartlett, Baggett & Shands, Benchmark Insurance Group, Benton-Luttrell-Brown Company, Bigham-Kliwer-Chapman-Watts Insurance Agency, BRIA Insurance & Risk Consultants, Bosworth & Associates, Bryan Insurance Agency Ltd., Brownrigg Insurance Agency Inc., Cravens-Warren & Co., Crockett Insurance Service, Duncan-Fraser & Bridges Insurance Agency Inc., Ed Weeren Insurance Agency Inc., EFGI Insurance & Bonds, LLC, Evans-Ewan & Brady Insurance Agency Inc., First Insurance Services, Henry Norris Insurance Agency, Inc., Garrett Insurance Agency, Inc., GBS Insurance Agency Inc., Grona Boles and Martin Insurance Agency Inc., Insurance Associates of Texas, Insurance Net Inc., JHC Insurance Agency Inc., J. S. Edwards & Sherlock Insurance Agency, McCorkle Commercial Insurance Agency, Mims & Smith, Pierson-Fendley Insurance, Pinnacle Insurance Group Inc., Porter Insurance Agency Inc., Purifoy & Company, The Shropshire Agency Inc., Siegeler Insurance Agency, Inc., Walthall-Sachse & Pipes, Inc., The Weatherby-Eisenrich Inc., Wellmann Insurance Agency, Inc., and Whorton Insurance Services.